

Message Text

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65

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E.O. 11652: N/A

TAGS: BTRA, BEXP, SF

SUBJECT: FOREIGN BUYER PROGRAM: FULMEN AFRICA (PTY) LTD

1. MR HUGO WEGMULLER, MANAGING DIRECTOR OF FULMEN AFRICA (PTY) LTD A MANUFACTURERE, IMPORTER, AGENT AND DISTRIBUTOR OF ELECTRONICS AND ELECTRICAL ENGINEERING EQUIPMENT, PLANS TO TRAVEL TO THE US ON OR ABOUT MARCH 21, 1976, AND IS INTERESTED IN TAKING ON REPRESENTATION IN SOUTH AFRICA FOR US MANUFACTURERS OF THE FOLLOWING PRODUCTS: XLPE REPEAT XLPE MEDIUM VOLTAGE CABLE UP TO 33KV; LOW VOLTAGE PVC CABLE UP TO 1000V; HIGH VOLTAGE OIL FILLED CABLE ABOVE 33KV; AND A GENERAL RANGE OF POWER CABLES. MR WEGMULLER EXPRESSED A PSRTICULAR INTEREST IN TEH FOLLOWING US FIRMS: ANIXTER, SKOKIE, ILL; USS ELECTRICAL CABLE DIVISION, BALLARD ST, WORCESTER MASSACHUSETTS; OKONITE CO, PO BOX 340, RAMSEY, NEW JERSEY; GENERAL CABLE CORPORATION, 730 THIRD AVENUE NEW YORK; AND DELCO WIRE AND CABLE, INC, 257 RITTENHOUSE CIRCLE, BRISTOL, PENN. FULMEN HAS ALREADY CONTACTED SOUTHWIRE AND SUPERIOR CONTINENTAL.

2. MR WEGMULLERS ITINERARY IS NOT YET FIRM BUT WILL INCLUDE NORTH CAROLINA; AUSTIN, TEXAS; SAN FRANCISCO AND NEW YORK. HE WOULD APPRECIATE ANY ASSISTANCE WHICH COMMERCE AND THE FIELD OFFICES MAY BE ABLE TO OFFER HIM. WOULD IT BE POSSIBLE FOR WEGMULLER TO CONTACT THE NEW YORK FIELD OFFICE UPON ARRIVAL FOR ASSISTANCE AND IF SO, MAY WE HAVE ASAP THE NAME OF THE PERSON WHOM HE SHOULD CALL AND WHO WOULD BE FAMILIAR WITH ANY ARRANGEMENTS MADE FOR HIM AND A LIST OF POSSIBLE APPOINTMENTS. HE WILL BE LEAVING SOUTH AFRICA WITHIN TWO WEEKS FOR TRAVEL IN EUROPE PRIOR TO HIS DEPARTURE FOR THE US.

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3. FULMEN AFRICA IS A SUBSIDIARY OF C.G. E. OF FRANCE AND WAS

ESTABLISHED IN SOUTH AFRICA IN 1967. AS TRADE REFERENCES FULMEN HAS LISTED THE SUPERIOR CONTINENTAL CORPORATION (COMM SCOPE), PO BOX 2406, HICKORY, NORTH CAROLINA, AND THE LARSE CORP, 1070 EAST MEADOW CIRCLE, PALO ALTO, CALIFORNIA 94303. FULMEN HAS REPRESENTED SUPERIOR FOR THE PAST 18 MONTHS FOR COMMUNICATION CABLES AND HAS REPRESENTED LARSE FOR SOME THREE YEARS FOR DATA COMMUNICATION EQUIPMENT.

4. APPRECIATE USDOCS ASSISTANCE.
KIRBY

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